

HOUSE JOINT RESOLUTION 406

By Turner M

A RESOLUTION to honor and recognize Turner P. Williams for meritorious service to the citizens of Tennessee.

WHEREAS, it is fitting that the members of this General Assembly should salute those citizens who, through their extraordinary efforts, have distinguished themselves as community leaders of whom we can all be proud; and

WHEREAS, one such noteworthy person is Turner P. Williams who, as a local, state, and national business leader, epitomizes the spirit and commitment that are characteristic of a true Tennessean; and

WHEREAS, Turner Williams began his career in the life and health insurance industry in 1960 with Travelers Insurance Company; and

WHEREAS, in 1964, he founded the Life and Health Department for Richard M. Miller and Company, which was later acquired by Willis Corroon; and

WHEREAS, never one to rest on his laurels, Mr. Williams formed his own multi-line life and health agency in 1974 and began focusing on large case payroll deduction life insurance in 1975; and

WHEREAS, a pioneer in the field of payroll deduction life insurance, Turner Williams helped engineer the single largest payroll deduction life insurance plan in 1978 for the 22,000 employees of Cannon Mills Company; and

WHEREAS, displaying remarkable business acumen, Mr. Williams visited and interviewed tens of carriers across the United States until he convinced the National Life and Accident Company in Nashville to underwrite the case; this landmark case was an overwhelming success with approximately 40,000 policies written; and

WHEREAS, by the early 1980s, Turner P. Williams and Associates had written over 1,000,000 life insurance policies on such prestigious accounts as Fruit of the Loom, HealthTrust, OrNda Healthcorp, Graniteville Company, Kayser Roth Corporation, State of Tennessee, Sharon Steel Corporation, Sumitomo Electrical Wiring, McKee Foods Corporation, and Vanderbilt University; and

WHEREAS, soon thereafter, he added other voluntary products to his agency's voluntary life portfolio, and by 1984, after years of advocating electronic enrollments, he convinced Provident Life and Accident Insurance Company in Chattanooga to develop a program for laptop enrollments; and

WHEREAS, Mr. Williams's agency became the "guinea pig" in utilizing the first electronic enrollment of 25,000 employees of Fruit of the Loom for Provident Life; and

WHEREAS, in January of 1996, he established Turner P. Williams and Associates, an agency formed solely to market payroll deduction plans; his existing proprietorship continued in individual life insurance and health plans; and

WHEREAS, Turner Williams sold the payroll deduction portion of his agency in 1999 and continued as a consultant for large cases until the company's acquisition in 2004 by USI Holdings Corporation; and

WHEREAS, Mr. Williams continues to be active in the individual life market, along with mass marketing, as owner of Turner P. Williams and Associates, which is based in Nashville; and

WHEREAS, no stranger to honors and accolades, Turner Williams was inducted into the Worksite Benefit Hall of Fame for his accomplishments in the worksite benefits insurance industry; and

WHEREAS, this General Assembly finds it appropriate to pause in its deliberations to acknowledge and applaud Turner P. Williams for his dedication to the State of Tennessee and its citizens; now, therefore,

BE IT RESOLVED BY THE HOUSE OF REPRESENTATIVES OF THE ONE HUNDRED SIXTH GENERAL ASSEMBLY OF THE STATE OF TENNESSEE, THE SENATE CONCURRING, that we hereby honor and commend Turner P. Williams for his many years of

dedication to his community by providing excellent insurance services to the citizens of Tennessee and extend to him our best wishes for every future success.

BE IT FURTHER RESOLVED, that an appropriate copy of this resolution be prepared for presentation with this final clause omitted from such copy.